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"Profitable Mineral Management"

BREAKFAST SERIES *for*
Surface and Mineral Owners
Admission by Invitation Only

This seminar is AAPL Accredited

DATE: **October 4, 2016**

TOPIC: **Eagle Ford Shale and Implications for Mexico**

LOCATION: **San Antonio Petroleum Club**
8620 N New Braunfels, Suite 700
San Antonio, TX 78217-6363
P 210.824.9014
F 210.829.5443

TIME: 7:30 AM Breakfast - 8:00 AM Presenters - 8:50 AM Questions & Answers

INTRODUCTION: **E.O. (Trey) Scott, III, Trinity Mineral Management, Ltd.**

PRESENTERS: **Todd Brockwell, Brockwell Family Advisors**

When Does Family Wealth Become a Business?

- How Wealth Management Drives Business Decisions
- Asset Oversight
- Succession and Generational Planning
- Family Governance Structure

UPCOMING: **Nov 01**: Sean Caporaletti and Brett Stinson

Todd Brockwell
President
Brockwell Family Advisors

Todd Brockwell is the President of Brockwell Family Advisors, a consulting practice to help families manage the business of their wealth. He helps families develop goals and create plans for portfolios of family assets both traditional and non-traditional assets.

Prior to founding Brockwell Family Advisors, he was the Chief Financial Officer for Petty Family Interests and ran their family office for ten years. Before moving to the private wealth sector, he was employed with AT&T where he was initially hired to manage the equity and fixed income portfolios for the pension and benefit plans. Later he moved to the Investor Relations team for six years and subsequently worked in the Financial Planning Group where he directly supported the CFO with his board presentations and other various assignments. Earlier in his career, Todd worked at H.E.B. Grocery Company and Ernst & Young Management Consulting.

Todd received his degree from Texas A&M University with a concentration in Accounting. He is a CFA charter holder and Certified Public Accountant.

He and his wife, Karen, are both from the San Antonio area and have two boys, Lee and William.

Brockwell Family Advisors

"When Does Family Wealth Become a Business?"

Brockwell Family Advisors

As of September 16, 2016

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WEALTH MANAGEMENT

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Trinity Mineral Management

“When Does Family Wealth Become a Business?”

Comparison of Private Wealth and Corporate

Operating Companies versus Family Offices

- Balance Sheets, Income Statements and Statement of Cash Flows
- Build and implement a Structured Management Plan
- Governance and Oversight

What is a Family Office?
Do all HNW Families and Individuals need one?

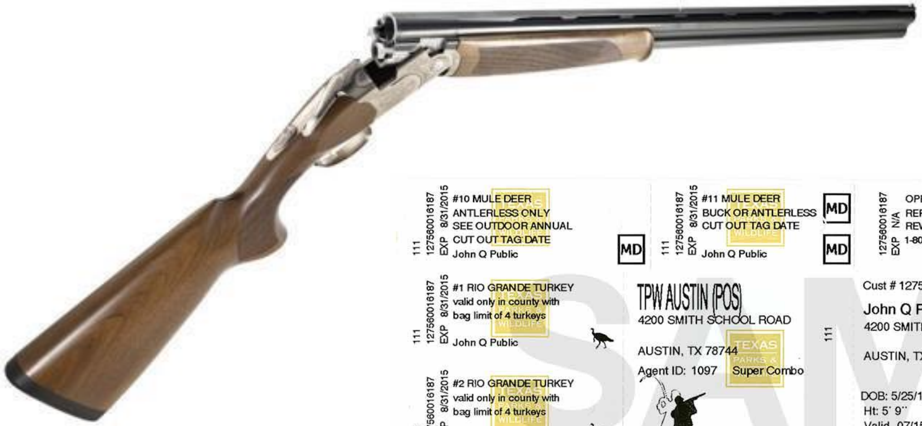
Facets of a Family Office

- Financial Aspects
- Family Structure, Trust and Estate Planning
- Family Governance
- Succession Planning
- Philanthropic
- Special Asset Management
- Concierge Services

Facets of a Family Office

- Financial Aspects
- Fam
- Fam
- Succ
- Phila
- Spec
- Conc

Family Members
Family Office Executive
Investment Advisors and Money Managers
Bankers
Tax Lawyers
Tax Accountant
Bookkeeper
Trust and Estate Lawyer
Life Insurance Advisor
Consultants
Oil and Gas Operator
Mineral Management Representative
Personal Insurance Broker
Special Asset Managers-Ranch, Aircraft, Yacht
House Manager (Housekeeper, Landscape, Chef, Driver)




AA
AA
HEAVY
LIGHT


SAMPLE
#10 MULE DEER
ANTLERLESS ONLY
SEE OUTDOOR ANNUAL
CUT OUT TAG DATE
John Q Public
MD
#11 MULE DEER
BUCK OR ANTLERLESS
CUT OUT TAG DATE
John Q Public
MD
MD
OPERATION GAME THIEF
REPORT POACHING 24 HOURS
REWARD HOTLINE NUMBER:
1-800-792-GAME
FREE FISH I.D. GUIDES
SUBSCRIBE ONLINE
TPWMAGAZINE.COM
VALID FOR 1 RED DRUM
OVER 28 INCHES
Total Length
Circle BAY or GULF
John Q Public
#1 RIO GRANDE TURKEY
valid only in county with
bag limit of 4 turkeys
John Q Public
TPW AUSTIN (POS)
4200 SMITH SCHOOL ROAD
AUSTIN, TX 78744
Agent ID: 1097
Super Combo
Cust # 127540000967
John Q Public
4200 SMITH SCHOOL ROAD
AUSTIN, TX 78744
5
DOB: 5/25/1975
DL# TX-123456789
Ht: 5' 9"
Eye Color: BLU
Sex:
Valid 07/15/15 through 08/31/15
Doc # 127560016187 07/15/15 08:35:13 AM
HIP Certified
Hunter Ed Required
Endorsements:
Upland GameBird
Migratory GmBrd
Archery
Saltwater
Freshwater
#9 WHITE-TAILED DEER
BUCK OR ANTLERLESS
CUT OUT TAG DATE
John Q Public
#2 RIO GRANDE TURKEY
valid only in county with
bag limit of 4 turkeys
John Q Public
#8 WHITE-TAILED DEER
BUCK OR ANTLERLESS
CUT OUT TAG DATE
John Q Public
#3 EASTERN OR RIO GRANDE
TURKEY in any co. with
bag limit of 1 OR Rio in
co. with bag limit of 4
John Q Public
#4 RIO GRANDE TURKEY
in county with bag limit
of 1 turkey or 4 turkeys
NOT VALID IN EAST TEXAS
John Q Public
#5 WHITE-TAILED DEER
ANTLERLESS ONLY
CUT OUT TAG DATE
John Q Public
#6 WHITE-TAILED DEER
ANTLERLESS ONLY
CUT OUT TAG DATE
John Q Public
#7 WHITE-TAILED DEER
BUCK OR ANTLERLESS
CUT OUT TAG DATE
John Q Public

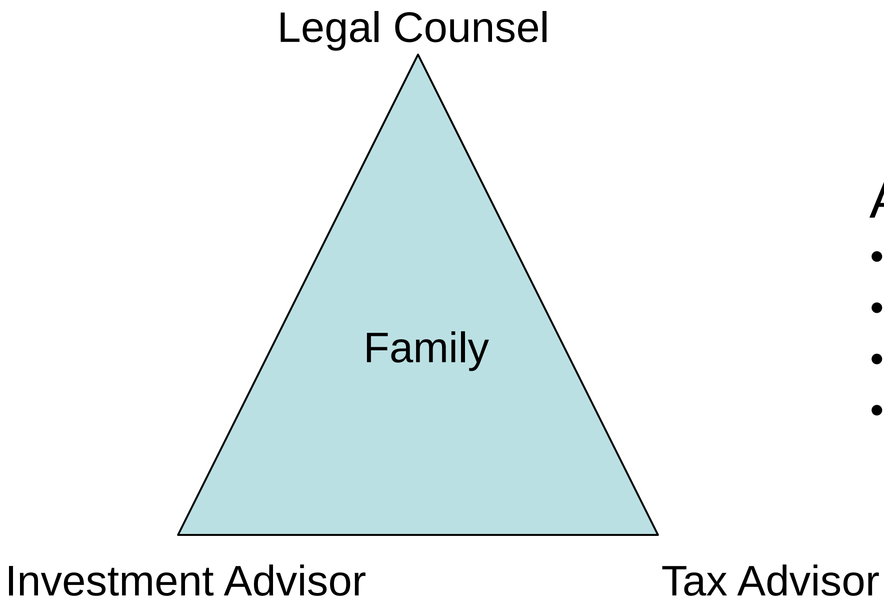
Facets of a Family Office

- Financial Aspects
- Family Structure, Trust and Estate Planning
- Family Governance
- Succession Planning
- Philanthropic
- Special Asset Management
- Concierge Services

Financial Aspects

- Investments
  - Unify and Coordinate Financial Affairs with proper planning and structures
  - Institute an Investment Process
    - Develop an Investment Policy Statement to establish Risk and Return Expectations
    - Asset Allocation and Asset Class Investing
    - Monitor and Report
- Banking
- Planning and Cash Flow Forecasting
- Accounting and Bookkeeping
- Tax Preparation
- Insurance
  - General Liability
  - PPE
  - Life Insurance

Family Structure and Trust/Estate Planning



A couple of examples that impact process

- Simple or complex
- Importance of Philanthropy
- “Controlling from the grave”
- Transfer control and/or wealth

Family Governance and Succession Planning

- Develop a plan to unify family goals and objectives
  - Creation of Mission Statement
  - Behavioral Psychology exercise
  - Establish committees within the family

- Similar to Strategic Planning in an operating company, develop a long term plan for the family
  - Utilize outside specialists

- Philanthropic structures are often one outcome of this exercise

- Commonly, Patriarch/Matriarch set the tone and control the governance and succession planning

Special Asset Management and Concierge Services

- Aviation (Airplane/Helicopter) and Yachting
  - Staffing of crew
  - Logistics of the property and staff
  - Insurance
  - Fuel costs and hedging costs
- Investment Real Estate (Multifamily, Timber, Office Building, etc.)
- Farm and Ranch Land
  - Cattle Operations versus Hunting Operations
  - Recreational and scheduling
  - Surface Issues
- Oil and Gas
  - General and Recordkeeping
  - Mineral Management
  - Royalty
  - Working Interest
  - Audits
- Concierge Services

What is the “right” structure for the office?

Simple

COMPLEX

Types of Family Offices

- “Sole Proprietor”
- Single Family Office
- Virtual Family Office
- Embedded Family Offices
  - Accounting Firms
  - Trust Departments
  - Investment Firms
- Multi Family Office

How BIG justifies a Family Office?

- Depends on how active the family/individual wants to be
- What services are expected from family members?
- Much more than just “Investable Assets”
- Do all services need to be done internally?
- Are family members willing to accept the expenses and responsibilities of a family office?

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WEALTH MANAGEMENT

Focus on what matters.